

BUSINESS SYSTEMS & TRANSFORMATION

Technology Services Company



ENGAGEMENT OVERVIEW

A rapidly growing technology solutions company recognized that its existing ERP system could no longer support the pace and complexity of its expanding operations. As the business scaled, the finance team faced increasing challenges integrating billing data from an external subscription platform, automating key workflows, and delivering accurate, timely reporting. These limitations reduced visibility, created inefficiencies, and introduced risk as transaction volume grew.

Leadership identified the need for a scalable ERP solution but required experienced guidance to navigate a crowded vendor landscape and avoid a misaligned investment. The client partnered with Alliance to lead a structured, objective ERP selection process, ensuring the right platform was chosen to support current needs while enabling future growth. This engagement served as the foundation for a broader financial systems transformation.

[alliance]

ALLIANCE SOLUTION

Alliance supported the business' transformation through:

01

Strategic Project Leadership

Guided the selection process with a clear project plan, milestone tracking, and proactive communication to maintain alignment.

02

Comprehensive Discovery

Conducted in-depth sessions with leadership and stakeholders to define critical needs, including billing integration and reporting.

03

Structured ERP Evaluation

Managed the entire RFP process, including developing documentation, screening vendors, scoring, and delivering recommendations.

04

Vendor Negotiation Support

Orchestrated tailored product demos, scoring frameworks, and final negotiations to ensure optimal cost and contract terms.

CLIENT OUTCOMES

- Selected a scalable ERP that integrates subscription billing, enhances reporting capabilities, and improves visibility.
- Led vendor evaluations and selection in four months, accelerating implementation readiness and reducing time to value.
- Established a strong foundation for the next phase of the financial systems roadmap, positioning the organization for continued transformation and scalability.